

## Message Text

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53

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 PPT-01

SCA-01 /029 W

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R 021023Z SEP 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 3973

INFO USDOC WASHDC

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USDOC FOR BEWT/USSR

E.O. 11652 N/A

TAGS: BEXP, BTRA, UR

SUBJ: SOVIET VISAS FOR U.S. COMPANY REPRESENTATIVES AT KAMAZ

1. CHIEF OF PULLMAN'S MOSCOW OFFICE ADVISED COMMATT SEPTEMBER 1 THAT PROBLEMS HAD DEVELOPED REGARDING SOVIET VISAS FOR U.S. COMPANY REPS COMING TO USSR FOR INSTALLATION OF EQUIPMENT AT KAMAZ. IN MOST CASES, ACCORDING TO PULLMAN REP, THESE COMPANY REPS ARE BEING GIVEN SOVIET ENTRY VISAS WITHOUT EXIT VISAS. CONSEQUENTLY, EXIT VISAS MUST BE OBTAINED SEPARATELY THROUGH KAMAZ MANAGEMENT WHEN WORK IN QUESTION IS COMPLETED AND/OR REPLACEMENT REPRESENTATIVE IS SENT. THIS PRACTICE HAS REPORTEDLY LED TO CONSIDERABLE DISSATISFACTION AMONG U.S. GROUP AT KAMAZ, COMPLETE WITH THREATS TO "STRIKE" UNLESS SOVIETS PROVIDE EXIT VISAS IRRESPECTIVE OF TRAVEL PLANS. PROBLEM APPEARS TO HAVE BEEN COMPLICATED BY FACT THAT IN SOME OTHER CASES SOVIETS HAVE, IN FACT, ISSUED ENTRY/EXIT VISAS AT INSISTENCE OF U.S. COMPANIES.

2. PULLMAN REP SAID HE UNDERSTOOD THAT HIS TOP MANAGEMENT INTENDED TO RAISE THIS PROBLEM WITH DEPARTMENT OF STATE AND REQUEST THAT DEPARTMENT INTERVENE WITH SOVIETS. HE WAS NOT SURE WHEN SUCH AN APPROACH WOULD BE MADE. AT MOSCOW END, PULLMAN REP SAID HE INTENDED RAISE PROBLEM WITH METALLURGIMPORT  
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PRESIDENT MAKSIMOV AND MINISTRY OF FOREIGN TRADE PROTOCOL

DEPARTMENT. FOR TIME BEING, HE SAID HE SAW NO REASON FOR EMBASSY TO BECOME INVOLVED.

3. COMMENT: SOVIET PRACTICE OF ISSUING ENTRY VISA WITHOUT NECESSARY EXITVISA, LATTER BEING OBTAINED WHEN BUSINESS IN USSR IS COMPLETED, IS FAMILAR PROBLEM. TO CERTAIN EXTENT, SOVIETS APPEAR TO USE THIS TACTIC TO ENSURE THAT COMPANY REPS DO NOT LEAVE USSR BEFORE EQUIPMENT IS INSTALLED, ALTHOUGH (AT LEAST IN CASE OF KAMAZ) NECESSITY OF PURCHASING AIRLINE TICKET GIVES SOVIETS COMPLETE CONTROL OVER MOVEMENTS OF COMPANY REPS. EMBASSY WOULD BE INTERESTED IN LEARNING WHETHER PULLMAN HAS, IN FACT, APPROACHED DEPARTMENT ON THIS MATTER. STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <11 JUN 2003 by ShawDG>; APPROVED <12 JUN 2003 by GolinoFR>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SOVIET VISAS FOR U.S. COMPANY REPRESENTATIVES AT KAMAZ  
**TAGS:** BEXP, BTRA, UR  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006